TWELVE MONTH TREND REPORT - AS OF JULY 1984

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	9.1	9.9	7.0	10.9	65.6	3.0	51.6	-1.5	$ 54.92	5.9	$ 83.85	5.1
REGION												
Northeast	11.8	12.7	10.1	9.8	70.5	4.4	39.4	0.5	$ 77.13	9.2	$115.42	8.4
Southeast	6.7	7.1	5.5	9.1	67.3	-0.1	82.3	-2.1	55.15	6.3	86.67	6.0
North Central	12.1	13.9	8.4	14.0	63.5	7.6	40.6	-0.5	43.82	5.1	69.72	3.3
South Central	5.6	6.6	3.5	2.9	60.6	1.7	39.9	1.0	48.69	2.5	72.41	1.5
West	10.7	10.8	8.3	27.7	69.3	3.0	50.1	-0.6	54.33	7.1	81.43	7.0
AFFILIATION												
Chain	8.8	9.9	6.4	8.1	66.4	2.8	48.0	-1.6	$ 54.34	6.1	$ 81.11	5.0
Independent	10.1	10.0	8.9	18.0	62.7	4.2	64.1	-1.5	57.27	4.9	94.79	5.1
LOCATION												
Center City	11.3	12.4	9.3	9.1	63.8	4.2	43.5	2.4	$ 68.17	7.1	$105.16	6.1
Suburban	7.3	8.2	3.2	21.0	65.0	3.8	40.9	-0.2	46.61	3.4	71.95	2.5
Highway	6.7	7.0	5.7	4.8	66.5	1.7	63.2	-3.7	38.39	4.2	50.90	3.9
Airport	7.1	8.5	4.6	5.3	69.9	3.6	32.1	-2.7	49.92	4.5	76.61	3.1
Resort	9.2	9.4	8.1	12.0	65.8	0.9	93.1	-2.6	66.78	7.4	110.82	7.2
SIZE												
Under 150 Rooms	6.9	7.9	3.9	3.1	65.7	3.5	61.1	-0.8	$ 37.65	4.2	$ 50.09	3.2
150 to 300 Rooms	7.6	9.1	4.3	7.4	65.5	3.1	45.9	-3.2	47.83	5.0	72.11	3.5
300 to 600 Rooms	7.3	7.5	5.3	16.6	63.5	2.1	53.2	-1.3	61.50	4.6	98.78	4.4
Over 600 Rooms	13.5	14.1	12.7	10.5	68.3	3.3	52.1	-0.2	77.34	8.6	121.73	8.0
TYPE												
Hotel	10.1	11.0	8.1	12.4	65.6	3.8	47.9	0.4	$ 66.44	6.0	$108.09	5.2
Motor Hotel	7.3	8.6	3.6	6.4	66.1	2.0	57.1	-3.5	44.03	5.3	60.76	4.0
Economy	4.0	4.5	-2.3	-9.6	63.8	3.2	59.9	-1.6	29.45	2.5	30.92	1.9

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JULY 1984

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	1984	1983	% CHG
TOTAL	$31 91	$29 81	$ 9 10	$ 8 62	0 34	0 34	0 22	0 22	44 9	44 4	$ 5 80	$ 5 51	2 4
REGION:													
Northeast	$37 62	$34 18	$11 54	$10 71	0 31	0 32	0 20	0 20	47 9	48 1	$ 8 10	$ 7 70	3 2
Southeast	30 74	29 15	9 12	8 65	0 34	0 34	0 22	0 22	41 2	40 3	5 62	5 22	1 0
North Central	32 74	30 20	7 65	7 50	0 35	0 35	0 22	0 23	43 1	43 0	4 46	4 38	6 5
South Central	26 30	25 41	8 43	7 98	0 35	0 35	0 22	0 22	4o 3	45 8	5 56	5 35	-0 1
West	34 69	32 03	9 19	8 60	0 34	0 34	0 22	0 22	46 9	45 5	5 53	5 05	1 7
AFFILIATION													
Chain	$29 25	$27 48	$ 9 01	$ 8 54	0 33	0 33	0 21	0 21	44 8	44 4	$ 5 83	$ 5 57	2 4
Independent	43 67	40 11	9 37	8 84	0 36	0 35	0 23	0 23	45 1	44 5	5 72	5 32	2 4
LOCATION													
Center City	$36 17	$33 08	$10 50	$ 9 79	0 32	0 32	0 21	0 21	48 5	48 3	$ 7 18	$ 6 77	2 5
Suburban	27 50	26 66	7 88	7 72	0 35	0 35	0 22	0 22	42 8	41 7	4 85	4 71	2 9
Highway	20 92	19 80	6 55	6 06	0 37	0 37	0 23	0 24	40 2	40 8	3 56	3 38	-0 8
Airport	27 66	26 45	8 15	7 84	0 34	0 34	0 23	0 23	43 5	42 8	5 11	4 92	2 4
Resort	42 87	39 66	9 65	9 22	0 35	0 35	0 22	0 22	39 7	39 1	5 32	5 03	3 6
SIZE:													
Under 150 Rooms	$29 60	$28 49	$ 6 92	$ 6 71	0 39	0 39	0 25	0 25	39 7	39 1	$ 3 74	$ 3 61	0 7
150 to 300 Rooms	25 73	24 66	7 69	7 30	0 35	0 36	0 23	0 23	43 0	42 8	4 65	4 44	0 5
300 to 600 Rooms	33 99	32 29	9 29	8 92	0 34	0 34	0 22	0 22	47 2	46 3	6 14	5 83	1 9
Over 600 Rooms	40 17	35 63	11 72	11 00	0 30	0 31	0 19	0 19	45 4	45 2	7 75	7 43	0 6
TYPE:													
Hotel	$38 27	$35 40	$ 9 81	$ 9 28	0 33	0 33	0 21	0 22	45 8	45 4	$ 6 37	$ 6 05	3 1
Motor Hotel	21 12	20 38	7 05	6 75	0 37	0 36	0 23	0 23	41 4	40 7	4 19	4 00	0 6